

Spicebush at Sea Pines

Board of Director's Meeting

October 22, 2023

The Board met at the Spicebush pool at 1pm. Present from the Board were: Peter McElroy, Scott Simpson, Terry Moore, Paul Anderson, and Ron Bennett. Present from The Club Group, Ltd were Andy Sutton and Sharon Olive.

Sharon recapped the highlights of 2023, after a brief discussion regarding the exterior paint project, the tour concluded and reconvened at the Harbour Town Yacht Club. The meeting was called to order at 1:36pm by President Peter McElroy.

Motion to approve the minutes of April 23, 2023, and the Board Zoom minutes of August 28, 2023 was made by Terry, seconded by Paul, and approved unanimously.

Sharon reviewed the comment cards. The number of owner responses dropped substantially from 51 to 14 Owner comment cards. 92% were Excellent and Good. All 7 of the Fair and Poor came from the same 2 people. Owner requests included: spray nozzles for outdoor faucets, add a hot tub or have reciprocity with Swallowtail for tennis use and lightbulbs too dim. Paul led a discussion on whether it would be helpful to the Board to see the actual comments and if more data could be collected regarding work order issues at check in. A decision was made to have the comment cards available for Board viewing and The Club Group will report back on work order data in the meetings. 2 RCI responses were received, high marks but no comments. We remain Silver Crown. Interval International included 4 responses.

Andy reviewed the Financials. 2023 goal was to rebuild cash balances. Cash balance on par with 2022. Rental income is up to \$59,815 already booked. Discussion regarding staffing levels, CSA fees and the budget was reviewed. Ron asked for clarification regarding the housekeeping fee.

Ron led a presentation of the Timeshare exchange process. He identified weeks that could be offered to owners allowing them to purchase a week to deposit. A lengthy discussion followed. The Board decided upon a plan to announce to the owners a 25% off the current owner rental price for a limited number of HOA weeks. The plan would run thru December 15 for bookings in January and February 2024. Owners can use or deposit their rented week.

The HOA owned and Delinquency Reports were reviewed. There are currently 275 HOA owned weeks and 83 delinquent accounts. Delinquent accounts cannot vote. We have sold 12 HOA weeks in 2023.

The 2024 Budget increased rental income to \$90,000.

The Board decided to continue to heat the pool in the winter and market the fact we have 1 of the only pools open in Sea Pines year round.

Andy updated that Swallowtail did move forward with a system called SiteMinder to improve rentals from online searches with instant availability and booking. The program has some glitches and we had

to work through some interface problems. Discussion followed and the Board agreed to revisit in April. Scott suggested we enlist the advice of owner Neil Golson on how to market/rebrand Spicebush.

Interval International has asked for a list of our owner's contact information citing an agreement signed 19 years ago. Peter will review the contract and advise.

Three candidates are running for one open position. Results will be tabulated at the Annual Meeting.

With no further business, Ron moved to adjourn. Meeting was adjourned at 5:19pm

Dates tentatively set for the 2024 meetings: April 28, 2024, and October TBD, 2024.

Following the Annual Meeting on Monday, new positions for 2024: Terry Moore President, Scott Simpson Vice President, Ron Bennett Treasurer, Paul Anderson Secretary, Larry Werbeach Board Member.

DRAFT